

Message Text

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INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

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----- 055426

P 092153Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS PRIORITY

INFO USMISSION NATO PRIORITY

AMEMBASSY THE HAGUE

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E.O. 11652: NA

TAGS: BEXP, BE, NL

SUBJECT: PRODUCT OPPORTUNITY - SALES EFFORT FOR AIFV AND
--- M113'S TO BELGIUM

REF: BRUSSELS 9009(NOTAL); USNATO 5000(NOTAL)

1. DISCUSSION HELD WITH DIVISION VICE PRESIDENT DEVARIAN
BY LEON AT COMMERCE STRESSING THAT IMMEDIATE ACTION NEEDED
TO PREPARE INDUSTRIAL PACKAGE. FMC HAS JUST PUT AN ENGINEER
IN BELGIUM WORKING OUT OF THEIR SUBSIDIARY AT ST. NICHOLAS.
HIS MISSION IS TO EVALUATE CAPABILITY OF FIRMS TO MANUFAC-
TURE PARTS OF THE UNITS. DEVARIAN STATES THEY ARE WORKING
ON A DEADLINE DATE OF NOVEMBER ONE FOR THEIR INDUSTRIAL
PROPOSAL TO BELGIUM.

2. FOR THE HAGUE: LEON ADVISED DEVARIAN OF DECISIONS WITH
MELIS, AT MINECON ON SEPT 19 IN WHICH SUGGESTED DUTCH JOIN
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IN MARKETING EFFORT TO SELL TO BELGIUM. DEVARIAN SENDING

TELEGRAM TO HIS REPRESENTATIVE AT BRUSSELS
TO CONTACT EMBASSY SO THAT THEY CAN CONTACT MELIS.

3. DEVARIAN HOPES CORPORATE EXECUTIVE VICE PRESIDENT
NIELSEN WILL BE ABLE TO VISIT THE HAGUE FOR APPROPRIATE
CALLS, WILL ADVISE POST AS SITUATION DEVELOPS. KISSINGER

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